

The Listing of Claims will replace all prior versions, and listings, of claims in the application.

### **LISTING OF CLAIMS**

Claim 1. (Currently Amended) A method for the long-term leasing by a company of a plurality of properties; two or more of which are separately owned and each of which is within an area where a wireless communications facility is needed for a wireless communications network and each of which contains a location desirable for positioning said facility, said method comprising:

identifying ~~a suitable property~~ two or more properties to acquire through lease; and tendering to each property owner a defined lease acquisition offer ~~providing multiple scenarios or choices,~~ comprising an offer to lease each property for a term of years with a lump sum payment as consideration, wherein the total rent payment is less than the aggregate projected periodic lease payments for each property over the term of use.

Claim 2. (Original) The method of claim 1, wherein said properties are parcels of land.

Claim 3. Cancelled

Claim 4. (Currently Amended) The method of claim 1 -3-, wherein at least one wireless communications facility is a part of a communications network cell tower.

Claim 5. (Currently Amended) The method of claim 1 -3-, wherein said offer is to lease only a portion of each parcel of land comprising said desirable location, and any necessary access thereto, if necessary.

Claim 6. (Currently Amended) The method of claim 1 -3-, wherein said offer is to lease said entire parcel of land.

Claim 7. (Original) The method of claim 1, wherein said lump sum payment is divided into a series of shorter-term payments.

Claim 8. (Original) The method of claim 7, wherein said payment term is for less than one-half of said lease term.

Claim 9. (Original) The method of claim 1, wherein said lump sum payment is undivided.

Claim 10. (Currently Amended) The method of claim 9, wherein said lump sum payment is to be made in lieu of periodic rent payments ~~within 90 days of lease execution~~.

Claim 11. (Original) The method of claim 1, wherein said lump sum payment is to be made in cash.

Claim 12. (Currently Amended) The method of claim 1, wherein said lump sum payment is to be made with negotiable securities ~~having a reasonable degree of liquidity~~.

Claim 13. (Currently Amended) The method of claim 12, wherein said negotiable securities are stock or stock options ~~in said company~~.

Claim 14. (Original) The method of claim 12, wherein said negotiable securities are one or more zero coupon bonds having an aggregate face value equal to said lump sum payment.

Claim 15. (Currently Amended) The method of claim 1, further comprising the step of financing said lump sum payment using negotiable securities ~~with a reasonable degree of liquidity~~ as collateral.

Claim 16. (Currently Amended) The method of claim 1 -~~3~~, wherein after said identifying step and before said tendering step, said method further comprises the steps of:  
determining the amount of debt encumbering each property; and  
calculating for each encumbered property a lump sum payment amount approximating the amount of debt encumbering the property to be used as a beginning point for negotiation.

Claim 17. (Currently Amended) The method of claim 1 -~~3~~, wherein at least one offer further includes a first right of refusal for said company to purchase said parcel of land, or a portion of said parcel comprising said desirable location, and any necessary access ~~thereto, if necessary~~, if the owner receives a purchase offer for said parcel, for which said lump sum payment also serves as consideration.

Claim 18. (Currently Amended) The method of claim 1 -~~3~~, wherein at least one offer further includes an option exercisable by said property owner to sell to said company at a predetermined price said parcel of land, or a portion of said parcel comprising said desirable location, and any necessary access ~~thereto, if necessary~~, for which said lump sum payment also serves as consideration.

Claim 19. (Currently Amended) The method of claim 1 -~~3~~, further comprising, when an offer is refused, the step of tendering to each refusing landowner an offer to lease their property for a term of years with periodic rental payments over the term of the lease, with the balance payable as a lump sum at a predetermined discount at the option of said landowner at any time during the term of the lease.

Claim 20. (Currently Amended) The method of claim 19, wherein at least one offer further includes a first right of refusal for said company to purchase said parcel of land, or a portion of said parcel comprising said desirable location, and any necessary access ~~thereto, if necessary~~, if the owner receives a purchase offer for said parcel, for which said lease payments also serve as consideration.

Claim 21. (Currently Amended) The method of claim 19, wherein at least one offer further includes an option exercisable by said property owner to sell to said company at a predetermined price said parcel of land, or a portion of said parcel comprising said desirable location, and any necessary access ~~thereto, if necessary~~, for which said lease payments also serve as consideration.

Claim 22. (Currently Amended) The method of claim 1 ~~-3~~, wherein said offer is made to landowners currently leasing their property to said company for a term of years with periodic rental payments over the term of the lease less than one year before said lease is up for renewal.

Claim 23. (Currently Amended) The method of claim 1 ~~-3~~, wherein said offer is made to landowners currently leasing their property to said company for a term of years with periodic rental payments over the term of the lease more than one year before said lease is up for renewal.

Claim 24. (Currently Amended) The method of claim 1 ~~-3~~, wherein said offer is made to landowners currently not leasing their property.

Claim 25. (Currently Amended) The method of claim 1 ~~-3~~, wherein said offer does not include sharing of co-locator fees.